PRICING INSTRUCTIONS:

1. The contractor shall provide his proposed unit prices for the quantities solicited in the Section B Pricing Matrix, Attachment 012 of the solicitation. Prices are solicited for MK9-1 Cartridge Case as identified in the Pricing Matrix for each Government fiscal year (ending 30 September) from 2007 through 2011. Prices are required with and without first article test acceptance pricing for each year.

2. Proposed unit prices are limited to two decimal places. The contractor must propose unit prices ranging from the Minimum Estimated Quantity through the Maximum Estimated Quantity for each pricing period identified in the Pricing Matrix. Failure to do so may result in the offer being rejected.

3. All prices for this acquisition shall be stated in current U.S. dollars. This shall also include escalation, as appropriate.

4. The pricing periods applicable to this solicitation are as specified on the Pricing Matrix.

5. The proposal shall consist of:

    a. Two electronic copies (Excel or compatible format) of the filled-out Pricing Matrix and two paper copies of the filled-out Pricing Matrix. The electronic copies of the filled-out Pricing Matrix should be submitted on a single-write CD ROM to prevent accidental erasure or change of the data therein.

    b. Two electronic copies of cost or pricing data as required by the provision at FAR 52.215-20, "Requirements for Cost or Pricing Data or Information Other Than Cost or Pricing Data" as incorporated in this solicitation. This provision requires that cost or pricing data be submitted in accordance with Table 15-2 of FAR 15.408. With regards to Section I, Paragraph D of Table 15-2, a cost element breakdown **is required for the unit price offered for the range that includes the most probable quantity in pricing period FY 2007**. The Government will consider the following pricing schemes if offered by the contractor to simplify the proposal preparation process:

        (1) The contractor **shall provide a price breakdown for pricing period FY 2007 for the range that includes the most probable quantity.** In lieu of preparing fully detailed cost element breakdowns for each range offered each year, the contractor may use improvement curves or some other means to adjust the price to reflect the different range quantity unit prices. In this event, the contractor shall provide detailed information showing how the contractor adjusted the prices for the other ranges, along with the basis for the adjustment. The contractor shall also demonstrate why the basis for adjusting the prices is reasonable.

        (2) In lieu of preparing fully detailed cost element breakdowns for each year, the contractor may consider proposing the out years by escalating the preceding year's prices by some percentage. In this event:

            (a) The contractor must use the same range quantities for each year.

(b) The contractor must provide information showing what the escalation rates are, the basis for the rates, calculations showing how the out year unit prices were calculated, and why the proposed escalation rates are reasonable.

The contractor isn't precluded from proposing a different scheme from those identified above. However, the Government reserves the right to require fully detailed cost breakdowns for all prices proposed if the parties are unable to agree upon reasonable prices using any scheme.

For the electronic copies of the cost proposal, the cost/price breakdowns and calculations showing how they were derived shall be provided in a Microsoft Excel or compatible format. Narrative information and copies of quotes, purchase orders, subcontracts, etc., shall be provided in a Microsoft Word or compatible format, or in a PDF format.

5. Instructions for completion of the Pricing Matrix:

a. All information to be filled in by the contractor is highlighted on the Pricing Matrix in blue.

b. The contractor shall enter the Range *End* Quantity for each range in the spaces provided for each of the three pricing periods. The spreadsheet will automatically calculate the Range *Start* Quantity based on the Range *End* Quantity the contractor enters for each range. Three (3) ranges are required for each pricing period required. A proposal that fails in its proposed ranges to price all quantities (the minimum estimated quantity through the maximum estimated quantity as specified on the pricing matrix) for each pricing period may be rejected.

c. The ranges proposed by the contractor for the "with" first article prices shall be used for the "without" first article prices. The contractor shall not propose different range quantities for the "with" and "without" matrices. The price matrix will automatically copy the contractor's "with" first article quantities into the "without" first article quantity tables.

d. The contractor shall enter unit prices for each range in the spaces provided.

e. No other information is to be added to the Pricing Matrix , nor shall the contractor make any changes to the Pricing Matrix.

SECTION B - PRICING MATRIX

PAGE 1 OF 1

▨ Government Fill-In
▨ Contractor Fill-In

ITEM: MK9-1 Cartridge Case
SOLICITATION: W52P1J-07-R-0024
CLIN: 0001
PART NUMBER: 2877774
NSN: 1320-00-243-4142

WITH FIRST ARTICLE TEST REPORT

Pricing Periods	FY 2007			FY 2008			FY 2009			FY 2010			FY 2011		
Range Quantities and Unit Prices	59,964			37,641			12,553			11,163			14,904		
	Most Probable Qty:			Most Probable Qty:			Most Probable Qty:			Most Probable Qty:			Most Probable Qty:		
	Min Estimated Qty:		0	Min Estimated Qty:		0	Min Estimated Qty:		0	Min Estimated Qty:		0	Min Estimated Qty:		0
	Max Estimated Qty:		71,946	Max Estimated Qty:		45,170	Max Estimated Qty:		15,064	Max Estimated Qty:		17,435	Max Estimated Qty:		39,408
	Range Start Qty	Range End Qty	Unit Price	Range Start Qty	Range End Qty	Unit Price	Range Start Qty	Range End Qty	Unit Price	Range Start Qty	Range End Qty	Unit Price	Range Start Qty	Range End Qty	Unit Price
Range 1 (req'd)	-	-		-	-		-	-		-	-		-	-	
Range 2 (req'd)	-	-													
Range 3 (req'd)	-	-													

WITHOUT FIRST ARTICLE TEST REPORT

Pricing Periods	FY 2007			FY 2008			FY 2009			FY 2010			FY 2011		
Range Quantities and Unit Prices	59,964			37,641			12,553			11,163			14,904		
	Most Probable Qty:			Most Probable Qty:			Most Probable Qty:			Most Probable Qty:			Most Probable Qty:		
	Min Estimated Qty:		0	Min Estimated Qty:		0	Min Estimated Qty:		0	Min Estimated Qty:		0	Min Estimated Qty:		0
	Max Estimated Qty:		71,946	Max Estimated Qty:		45,170	Max Estimated Qty:		15,064	Max Estimated Qty:		17,435	Max Estimated Qty:		39,408
	Range Start Qty	Range End Qty	Unit Price	Range Start Qty	Range End Qty	Unit Price	Range Start Qty	Range End Qty	Unit Price	Range Start Qty	Range End Qty	Unit Price	Range Start Qty	Range End Qty	Unit Price
Range 1 (req'd)	-	-		-	-		-	-		-	-		-	-	
Range 2 (req'd)	-	-													
Range 3 (req'd)	-	-													

PRICING PERIODS:

PRICING PERIOD 2007: (date of award through 31 December 2007)
PRICING PERIOD 2008: (1 January 2008 through 31 December 2008)
PRICING PERIOD 2009: (1 January 2009 through 31 December 2009)
PRICING PERIOD 2010: (1 January 2010 through 31 September 2010)
PRICING PERIOD 2011: (1 January 2011 through 31 December 2011)

FILE: MK9- Cart Case Matrix.xls
TAB: MK9-1 Cartridge Case